

## **APPENDIX C**



May 6, 2004

To Whom It May Concern:

During its brief history, Mavent Inc. (formerly Assured Regulatory Compliance, Inc.) has achieved significant commercial success with its automated mortgage compliance solutions. The Company began offering its products to the mortgage origination industry in the summer of 2003 and has since secured five-year contracts to provide automated mortgage compliance for two of the fifteen largest mortgage originators in the United States. In addition, Mavent has executed agreements to provide the same service for two of the nation's largest document preparation companies and for other top one hundred mortgage originators. With the Company's most recent customer integrations, Mavent is now on pace for an annual revenue run rate of close to \$10.0 million and has completed approximately 3.0 million compliance reviews for its customer. Mavent is not aware of any other company who has a contract to provide automated mortgage compliance solutions to any of the fifteen largest mortgage originators, thus it's likely that Mavent has the dominant market share.

Mavent provides the mortgage industry with comprehensive automated compliance solutions that review every loan in a residential mortgage lender's production pipeline or in a pool of closed loans for compliance with applicable federal, state, and local lending laws, rules, and regulations ("loan compliance rules"). This computer-implemented method for auditing loan compliance to government loan lending and licensing requirements is performed prior to the funding or purchase of a loan. Mavent's automated mortgage compliance system collects and processes electronic loan data against specified rule sets. These rule sets are the building blocks of the system which contain the instructions, criteria, analytical functions, consequent actions and results required for a specific compliance review. The rule sets are interactively built and maintained by the users on the system and then stored in a loan compliance rules database.

Prior to the introduction of the Company's automated compliance solutions, mortgage originators were forced to rely mostly on inferior, labor intensive techniques, often driven by excel spreadsheets and/or access to compendiums and other research material. Historically, the conventional pre-closing compliance methods used by residential mortgage lenders have included some combination of compliance training and education,

document standardization, targeted pre-closing manual audits, and production initiated query procedures (e.g. questions are fielded by a help desk or supervisor personnel).

Mavent integrates its automated compliance solutions seamlessly with a customer's loan origination system, underwriting engine, or other production system, extracting routinely entered data, so that the loan audit data for every loan file is compared against the loan compliance rules and the loan audit request user is then automatically notified via the user interface of the loan audit compliance result. The user can initiate a loan audit through a user interface or automatic protocols can be established. The loan audit data and the loan audit compliance result are stored by Mavent and its customers in loan data databases for archival purposes.

Sincerely,

A handwritten signature in black ink, appearing to read 'Timothy T. Green', with a long horizontal flourish extending to the right.

Timothy T. Green  
Chief Executive Officer  
Mavent Inc.